



Solar Opportunities Luncheon

Remarks by Gov. Jan Brewer
Friday, September 16, 2011
Noon
Le Royal Meridien, Shanghai

Knee-how.

Whoa-jow Janice Brewer, Governor of Arizona.

I'm pleased to bring a distinguished delegation of government and businesses representing Arizona to China.

Companies both in Shanghai and in Arizona share significant opportunity to grow and advance from the discussions we're having today.

China's Suntech Power is an example of what is possible.

When I signed Arizona's Renewable Energy Tax Incentive Program into law, Suntech Power became one of the first companies to respond – expanding their global operations to the United States and specifically to Arizona.

As one of the world's largest solar cell manufacturers, Suntech has been important for Arizona.

Material suppliers follow these large module manufacturers – and it certainly helped draw additional companies and jobs to Arizona.

Solar jobs follow solar installations.

And, and more than 60-percent of industry jobs are created in sales, finance and installation. It's estimated the solar industry employs about 15 to 30 people for every Mega-Watt of installed solar capacity. That is SIX to EIGHT TIMES more than the traditional energy industry.

In the current economy, it's companies like Suntech that are creating jobs for people who are unemployed.

We're creating opportunities so that good workers can earn a living and support their families.

I met with Dr. Shi of Suntech Power this morning, and we discussed the successes happening in Arizona.

Small businesses -- distributors and installers of solar panels -- are creating jobs, and fueling the recovery of our economy through their business efforts.

All of these benefits come from the relationships we're able to build together -- as we look to create business opportunities and grow this important industry.

Our state has a number of factors that make sense for your companies. These include costs, logistics, statewide renewable energy policies, and the most supportive business climates in the United States.

-- We have the sunshine;

-- We have a large, skilled workforce;

-- Low payroll taxes;

-- A strategic location;

-- Plus, the best incentives for Renewable Energy Companies.

I look forward to developing mutually beneficial business opportunities.

Arizona will be co-hosting an event with the China Chamber of Commerce for Import and Export of machinery and Electronic Products in November.

I look forward to much success for all participants.

I appreciate this friendly reception in Shanghai, and I look forward to exploring your city during my visit to China.

Thank you - Shay-shay.